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INFO EC CARICOM COLLECTIVE
RUCPDO/DEPT OF COMMERCE WASHINGTON DC
RUEHC/DEPT OF AGRICULTURE WASHINGTON DC

UNCLAS BRIDGETOWN 000034

SIPDIS
STATE PASS TO EB/CBA DENNIS WINSTEAD

E.O. 12958: N/A
TAGS: [EINT](#) [ECIN](#) [XL](#) [OECS](#)
SUBJECT: Bridgetown 2010 Business Facilitation Incentive Fund Request

REF: 09 BRIDGETOWN 39; 09 BRIDGETOWN 40; 09 BRIDGETOWN 624
08 BRIDGETOWN 141; 08 BRIDGETOWN 139

Summary

¶1. Bridgetown has an aggressive commercial program planned for the remainder of this fiscal year and is requesting US\$ 21,551 in BFIF funding to support the following proposed activities: We plan on conducting programs in each of the seven countries in our area of responsibility to include Antigua, Barbados, Dominica, St. Kitts, St. Lucia, St. Vincent and in Grenada. We also plan on using BIFIF funding to cover travel to the US for training and to participate in two trade shows. We will use some of the commercial funds generated to offset these costs so the total expended will be less than this initial request suggests. Post appreciates EB/CBA's support over the last two years, and notes that the provision of BFIF funding is essential to post's ability to undertake commercial diplomatic activities and to expand commercial outreach to the American and local business community. See septel for required wrap up cable regarding 2009 BIFI funding, and attachment for detailed funding request. End Summary.

Finishing Commercial Investment Workshops Top Priority

¶2. During the last two years, Post has conducted a series of commercial workshops in our countries to promote and facilitate USG trade and investment. These workshops have covered Ex-Im Bank, OPIC, and TDA financial assistance, as well as the work of FAS and FCS, and have been very well received. We completed four workshops: in Barbados and St. Lucia in 2008 and in St. Kitts and Grenada in 2009. We plan on completing the series with workshops in February 2010 in Saint Vincent, Dominica and Antigua. Funding permitting, we would like to conduct follow on workshops in Barbados, St. Lucia and St. Kitts. This will be covered in a supplemental request. Reftel reported the highlights of these workshops, which have enjoyed participation from a broad segment of the region's business, financial and political communities.

Total requested: US\$ 13,322 (in two batches - 5,791 for

disbursement ASAP for workshop in Antigua in early February, and 7,531 for workshop in SVG in March and Dominica in June). See details in the attached spreadsheet. Antigua workshop amount requested early via e-mail to EB/CBA Dennis Winstead, pending receipt of fund cite.

Sending LES Staff to Commercial Tradecraft Course at FSI in March

13. We would like to send our commercial assistant to the FSI Commercial Tradecraft course at FSI either in the March or June course. She has attended training programs with FSC in Santo Domingo, but would greatly benefit from the more in-depth FSI course.

Total requested: US\$ 3,179

American Beer and Wine Festival, Barbados

14. We would like to host a U.S. Beer and Wine Festival in Barbados around the time of the July 4th Independence day celebration. We have identified two major retailers, a U.S. owned distributor in Barbados, and a local importer of beer, who are interested in helping arrange such a trade show. The show would target local distributors as well as high-end tourism businesses, including major hotels, cruise ship companies and restaurants with an eye to expanding the U.S. brands in these lucrative niche markets.

Total requested: US\$ 5,000

Comment

15. Timely provision of BFIF funding is essential to post in carrying out our ambitious commercial program in the seven Eastern Caribbean islands in our AOR. We have e-mailed EB/CBA- Dennis Winstead a draft of this proposal and request that BFIF funds for the commercial workshop in February be made available by January 20th so we can have sufficient funds available for travel to Antigua for the first workshop. We will conduct the final workshops in St. Vincent and Dominica in March. End Comment.

Attachment: Detailed Spreadsheet
HARDT